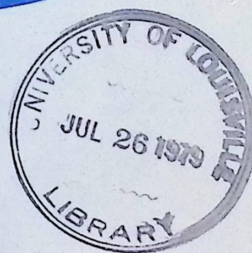


Kentucky

STATE EXPORT
SERIES

EXPORTS

U. S. GOVERNMENT DEPOSITORY ITEM



U.S. DEPARTMENT OF COMMERCE
A Publication of the Industry and Trade Administration

EXPORTS

Their importance to the United States economy

Most Americans are unaware of the importance of exports to them. News of exports, world trade, and multilateral trade negotiations receive considerable public attention abroad, but not in the United States. Americans are less concerned about exports than the people of any other major industrial nation.

Most people abroad view exports as important to their jobs and their standard of living. Americans, though, tend to see exports as being of marginal importance—certainly not important enough to affect their jobs or their economic well-being. The United States traditionally has been preoccupied with its own huge continental economy. Separated by oceans from other major markets, having a history of self-reliance, and enjoying a resource-rich and broadly based economy, Americans simply are unaccustomed to thinking of themselves as needing to be part of the world economy.

This view is no longer correct—if indeed it ever was. Exports are considerably more important in terms of jobs, inflation, and the value of the dollar than most Americans realize. The United States is the world's largest exporter, currently selling more than \$140 billion a year of U.S. goods abroad. About 14 percent—\$1 out of every \$7—of all U.S. goods produced are exported, and exports have been one of the fastest-growing sectors of the economy.

Many jobs depend on exports

Though most of us are unaware of it, more than one out of every nine Americans employed in manufacturing industries are producing manufactured goods that are exported abroad. Exports affect production and employment in all industries, not just in a few major export industries. For example, while the primary metals industries directly export about \$3 billion of their products annually, an additional \$17 billion of steel and other metals are exported in the form of American-made computers, aircraft, tractors, and other manufactured goods.

Exports are of great importance to America's farmers as well. They account for \$1 of every \$4 of farm sales. Likewise, many jobs in the coal mining and mineral industries, as well as a considerable number in the fishing industry, are dependent on overseas sales. Exports, moreover, also support employment in the trucking, rail transport, insurance, and other service industries. In all, it has been estimated that every additional \$1 billion of exports results in a total GNP increase of \$2 billion.

Increased exports essential

But the basic importance of exports is that they are the principal means by which America pays for its purchases from

foreign countries. The United States imports proportionately far less than other major countries, but imports have become increasingly important to the American standard of living—and they have to be paid for. The huge increase in energy prices, for example, has led to a fundamental increase in U.S. imports and an equally fundamental need for a permanent increase in U.S. exports.

The other major industrial nations generally cover the cost of the goods they import by their exports. Exports and imports each account for an average of about 20 percent of the gross national product in that group of countries. American exports, however, were only 6.2 percent of GNP in 1977, while the ratio of imports to GNP stood at 7.8 percent. This gap between exports and imports is the trade deficit, which amounted to \$26½ billion in 1977.

While oil imports are an important factor in the deficit, a key problem is that American exports have not grown rapidly enough. U.S. exports have been growing only half as fast as other industrial nations' exports. Had U.S. exports grown as fast as the other industrial nations' in recent years, for example, 1977 exports would have been \$13 billion larger—and the U.S. trade deficit would have been cut in half.

All Americans are affected when exports do not grow rapidly enough. A large trade deficit makes U.S. economic growth more difficult to achieve. It is also a major reason why the value of the dollar has declined. This has increased inflation, raising the prices Americans have to pay for all goods—goods imported from abroad and U.S.-made goods that incorporate or compete with imports.

Faster export growth is important to reducing the U.S. trade deficit and to improved productivity and price stability. Exports are important to all the 50 states, and each state plays a significant role in meeting the need to export more. This report helps explain that role and shows the significance and growth of exports in relation to employment and production.



A transportation equipment manufacturing plant in Frankfort. Transportation equipment is a leading manufactured export from Kentucky.

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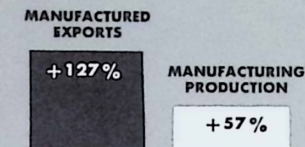
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U.S. EXPORTS

A SIGNIFICANT FACTOR IN THE U.S. ECONOMY

MANUFACTURED EXPORTS

Exports of manufactures grew faster than production from 1972 to 1976, but our need grew even more. . .



Exports accounted for one out of every nine manufacturing jobs in 1976 ...

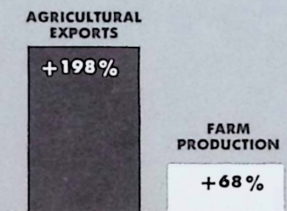


Exports were an important share of production for certain products...

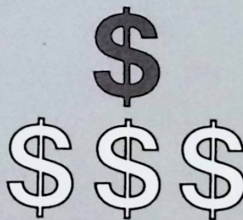
	Percent exported in 1976
Oilfield machinery	63
Construction machinery	43
Aircraft	35
Turbines and turbine generator sets	32
Computers and related equipment	26
Pumps and compressors	24
Farm machinery	18

AGRICULTURAL EXPORTS

Exports of farm products rose more rapidly than production from FY 72 to FY 77, but a further boost in foreign sales would strengthen the U.S. trade position. . .



Exports accounted for one out of every four dollars of farm sales in 1977...



Exports of key agricultural products accounted for major portion of production...

	Percent exported in FY 1977
Soybeans and products	60
Cattle hides	58
Almonds	58
Rice	55
Cotton	45
Wheat	40
Tobacco	30

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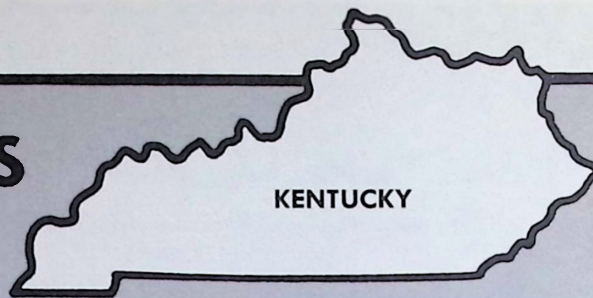
Inside

Chart-Exports of U.S. Manufacturing

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Industries Related to Domestic Production

EXPORT HIGHLIGHTS



- Kentucky's exports of manufactured goods totaled \$1,137 million in 1976, 152 percent above the 1972 level. They rose almost 2½ times faster than production.

Increase in
manufactures
from 1972 to
1976

Exports 152%

Production 64%

- An estimated 12,300 Kentucky jobs were directly related to producing manufactured exports in 1976. About 12,200 additional jobs were required to produce materials and parts for incorporation in products exported from the 50 states. Thus, 24,500 jobs in Kentucky were dependent on exports of manufactured goods—about 1 of every 11 manufacturing jobs in the state.
- Rising exports accounted for \$1 out of every \$11 of increase in the production of manufactured goods from 1972 to 1976.
- Kentucky's share of U.S. agricultural exports totaled \$473 million in FY 1977, 3½ times the FY 1972 value. The state was the second leading exporter of unmanufactured tobacco. In Kentucky's farm sales, \$1 of every \$4 came from exports.
- Exports of bituminous coal, valued at \$170 million in 1976, were many times the \$10 million level of 1969.
- Major Kentucky exports were transportation equipment, nonelectric machinery, chemicals, bituminous coal, unmanufactured tobacco, feed grains, and soybeans.

KENTUCKY EXPORTS

Manufactured exports topped \$1 billion

Kentucky's exports of manufactures¹ totaled \$1,137 million in 1976, an increase of 152 percent over the 1972 level. The state ranked 23rd nationally in sales of these products to foreign countries, and its exports accounted for 1 percent of the U.S. total. The recent growth was five times faster than the 31 percent increase posted between 1969 and 1972.

Shipments of manufactures to domestic consumers during 1972-76 rose by 64 percent. As a result, exports generated 9 percent of Kentucky's increased production of manufactures.

Transportation equipment, nonelectric machinery, chemicals, and electric machinery were Kentucky's leading exports. Together, they accounted for about two-thirds of the 1976 total.

Overseas shipments of transportation equipment were valued at \$273 million in 1976, many times greater than the estimated \$10 to \$24 million in 1972. The state ranked 14th in the nation as an exporter of these products. Exports were about 12 percent of the industry's production in Kentucky and generated an estimated 1,300 jobs.

Valued 167 percent higher than in 1972, export sales of nonelectric machinery were \$229 million in 1976. Kentucky placed 19th among the 50 states as an exporter of these products. Some 3,900 workers were employed in jobs related to exports and 9.6 percent of production in the state was shipped overseas. Of the growth in output since 1972, 14 percent stemmed from exports. Refrigeration equipment was the highest valued export, but substantial amounts of construction and general industrial machinery also were shipped abroad. Almost a fifth of the output in the refrigeration and service machinery industry was exported in 1976. Foreign shipments supported jobs for 1,600 workers.

Ranked 17th in the nation as an exporter of chemicals, Kentucky shipped abroad \$172 million worth of these products, \$100 million above the 1972 level. Plastics and synthetics were nearly three-fourths of these shipments and a part of the remainder was industrial organic chemicals. An estimated 1,100 workers were dependent on these foreign sales.

The state's electric and electronic equipment industry shipped overseas \$104 million of products in 1976, more than double the 1972 value. Export growth accounted for 25 percent of the increase in production of these products over the period. This industry employed 1,900 workers in export-related jobs.

Louisville was the largest industrial center in the state producing for export. More than half of the 1976 state total came from that area, which includes Clark and Floyd Counties in Indiana. Chemicals and nonelectric machinery together accounted for about two-fifths of the \$634 million

in export sales. Other important exporting centers within the state were Lexington-Fayette and Owensboro. (See tables 1, 2, 3, and 6.)

The state's economy benefits from goods produced not only for direct shipment to foreign destinations but also from those for ultimate export through other states. Kentucky's export figures for manufactures exclude the output of supplying establishments that furnish parts and materials to manufacturers producing goods in final form for export. Such indirect exports are particularly important in industries whose products require further processing such as primary metals, fabricated metal products, and chemicals, and also in those industries whose products constitute components and parts for assembly into machinery, electric equipment, and transportation equipment.

For the United States as a whole, the Census Bureau has estimated that the full impact of exports on total U.S. manufacturing activity was 12.4 percent of shipments rather than the 7 percent attributable to direct exports as shown in table 6. Estimates of the full impact for each state have not been attempted, but it can be assumed that the figures given above for Kentucky, which reflect direct exports only, are an understatement.

Ranked second as exporter of tobacco

Kentucky's share of U.S. agricultural exports in FY 1977, including some manufactures of farm origin, totaled an estimated \$473 million, 3½ times the FY 1972 level. Foreign sales of unmanufactured tobacco were \$148 million, second in value only to North Carolina. Feed grain exports were valued at \$103 million. The state also shipped \$96 million in soybeans to foreign destinations.

The sharp growth in exports of agricultural products from FY 1972 to FY 1977 accounted for 48 percent of the rise in farm sales and added substantially to the income of Kentucky farmers. In this period, the export contribution to each dollar of the state's farm sales increased from 13 to 27 cents. (See tables 4 and 5.)

Coal exports expanded

The principal mineral export from Kentucky was bituminous coal. Valued at \$170 million in 1976, foreign sales increased sharply since 1969, when they totaled \$10 million. The state also shipped a small amount of ball clay abroad in 1976.

Export-related employment sizable

Kentucky's \$1,137 million worth of manufactured exports provided direct employment for an estimated 12,300 workers in 1976. Those jobs constituted 4.4 percent of the total manufacturing employment in the state. From 1972 to 1976 the number of workers engaged in the production of manufactures advanced modestly, while export-related employment jumped by two-thirds.

Two-thirds of the workers producing for export were concentrated in the four major industries discussed above. These jobs accounted for between 6 and 10 percent of the work force in those industries.

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MANUFACTURED EXPORTS, PRODUCTION, AND EMPLOYMENT, 1976

- Kentucky's leading manufactured exports were transportation equipment, nonelectric machinery, and chemicals.
- These three industries accounted for 59 percent of Kentucky's total exports of manufactures.

Industry group	Production (million dollars)	Estimated exports	Exports as percent of production	Estimated employment related to exports (thousands)	Employment related to exports as percent of total employment
Total	1 20,268	1 1,137	5.6	1 12.3	4.4
Transportation equipment	2,299	273	11.9	1.3	10.0
Machinery, except electric	2,290	229	10.0	3.9	9.6
Chemicals and allied products	2,261	172	7.6	1.1	7.6
Electric and electronic equipment	1,679	104	6.2	1.9	6.4
Food and kindred products	2,451	77	3.1	0.3	1.3
Paper and allied products	515	48	9.3	0.3	3.7
Fabricated metal products	971	44	4.5	1.0	4.7
Stone, clay, and glass products	357	26	7.3	0.4	5.1
Instruments and related products	166	24	14.8	0.3	8.5
Rubber and plastic products	493	21	4.3	0.3	5.2
Apparel and textile products	572	20	3.5	0.3	1.1
Primary metal industries	2,043	19	0.9	0.1	0.4
Lumber and wood products	345	12	3.4	0.3	2.3
Misc. manufacturing industries	118	11	9.3	0.2	5.3
Textile mill products	253	8	3.2	0.3	3.8
Printing and publishing	443	2	0.5	(²)	...
Leather and leather products	120	2	1.7	(²)	...
Furniture and fixtures	152	1	0.7	(²)	...
Tobacco manufactures	(¹)	(¹)	...	(¹)	...
Petroleum and coal products	(¹)	(¹)	...	(¹)	...

¹ Total includes estimated exports, production values, and employment numbers which are withheld for certain industry groups to avoid disclosure of individual companies' data.

² Less than 50 employees.
... Not applicable.

GROWTH IN MANUFACTURED EXPORTS

- The 152 percent growth in export value from 1972 to 1976 was much faster than the rate of expansion in production.
- One fourth of the increase in electric equipment production and 14 percent of the rise in nonelectric machinery output was generated by export growth.

Industry group	Export value in millions of dollars					Percent Increase from 1972 to 1976		Export increase as percent of production increase 1972-76
	1960	1966	1969	1972	1976	Exports	Production	
Total	180	300	345	451	1,137	152	64	9
Transportation equipment	12	36-41	53-68	10-24	273	...	...	...
Machinery, except electric	30	75	59	86	229	167	79	14
Chemicals and allied products	46	59	66	72	172	138	120	8
Electric and electronic equipment	(²)	33	34	44	104	134	17	25
Food and kindred products	12	16	16	(²)	77	...	...	...
Paper and allied products	2	1-5	1-5	6	48	647	86	17
Fabricated metal products	6	15	14	17	44	159	76	6
Stone, clay, and glass products	4	5	11	16	26	65	25	14
Instruments and related products	(²)	1-5	1-5	9	24	175	32	38
Rubber and plastic products	(²)	1-5	1-5	(²)	21	...	...	...
Apparel and textile products	2	1-5	1-5	(²)	20	...	...	...
Primary metal industries	(²)	5-10	10-25	(²)	19	...	...	...
Lumber and wood products	2	1-5	5-10	(²)	12	...	...	...
Misc. manufacturing industries	(²)	1-5	1-5	(²)	11	...	...	...
Textile mill products	1	1-5	1-5	(²)	8	...	...	...
Printing and publishing	0-1	1-5	1-5	(²)	2	...	...	...
Leather and leather products	0-1	0-1	1-5	(²)	2	...	...	...
Furniture and fixtures	0-1	0-1	0-1	(²)	1	...	...	...
Tobacco manufactures	44	29	44	(²)	(¹)	...	...	...
Petroleum and coal products	(²)	(²)	(²)	(²)	(¹)	...	...	...

¹ Total includes estimated export values which are withheld for certain industry groups to avoid disclosure of individual companies' data.

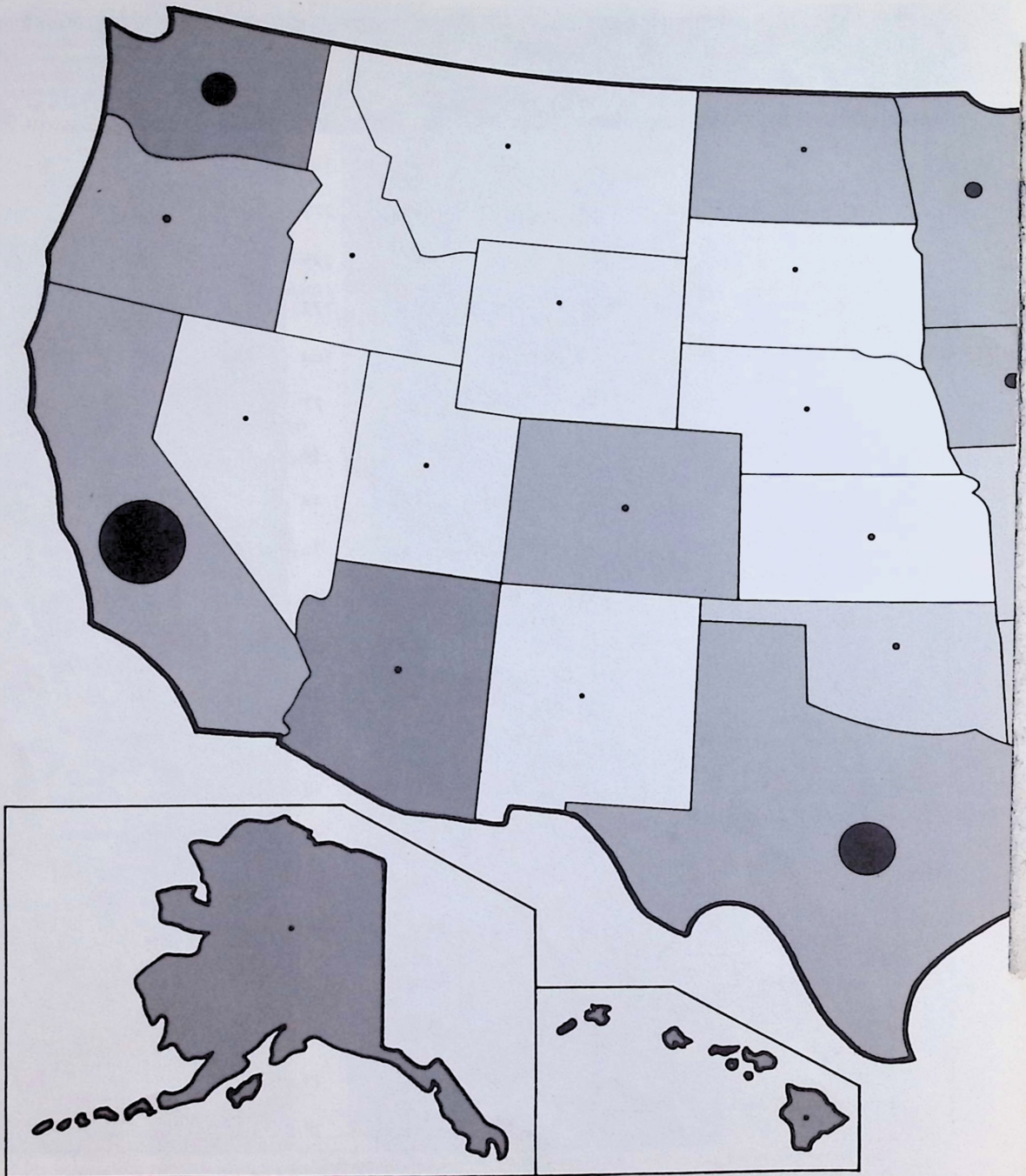
² Not available separately.

... Not applicable.

Note: Totals for all years include values for industry groups which are not shown separately.

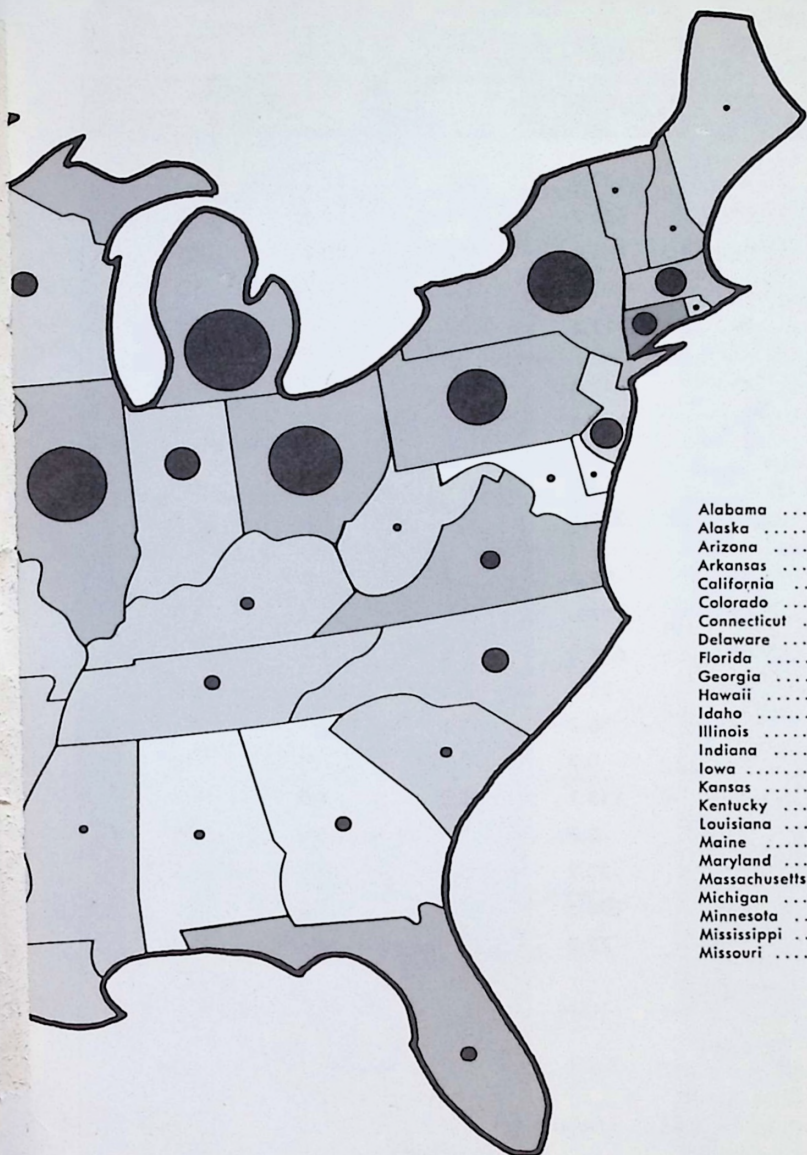
UNITED STATES

MANUFACTURED EXPORTS BY



STATE

- All 50 states shared in U.S. exports of manufactures.
- Exports accounted for varying percentages of domestic production.



Estimated Value of Exports of Manufactures, 1976

(Indicated by size of ●)
(in millions of dollars)

United States total			83,098
Alabama	832	Montana	44
Alaska	233	Nebraska	309
Arizona	639	Nevada	27
Arkansas	651	New Hampshire	291
California	8,072	New Jersey	2,660
Colorado	616	New Mexico	69
Connecticut	1,958	New York	5,320
Delaware	188	North Carolina	2,202
Florida	1,363	North Dakota	85
Georgia	1,364	Ohio	5,794
Hawaii	51	Oklahoma	579
Idaho	169	Oregon	824
Illinois	6,660	Pennsylvania	4,706
Indiana	2,828	Rhode Island	268
Iowa	1,500	South Carolina	935
Kansas	635	South Dakota	68
Kentucky	1,137	Tennessee	1,253
Louisiana	1,383	Texas	5,201
Maine	255	Utah	224
Maryland	641	Vermont	200
Massachusetts	2,502	Virginia	1,545
Michigan	6,888	Washington	3,235
Minnesota	1,567	West Virginia	447
Mississippi	698	Wisconsin	2,209
Missouri	1,622	Wyoming	10

Estimated Exports as Percent of Production, 1976

(Indicated by shading)

1.2% to 4.9%	
5.0% to 6.4%	
6.5% to 9.9%	
10% or more	

SMSA EXPORTS OF MANUFACTURES, 1976

- Shipments from the seven standard metropolitan statistical areas contributed substantially to the state's exports of manufactures.
- Louisville was the leading export area in the state.

Standard metropolitan statistical area (SMSA)	Production (million dollars)	Estimated exports	Exports as percent of production	Estimated employment related to exports (thousands)	Employment related to exports as percent of total employment
State total	20,268	1,137.3	5.6	12.3	4.4
Cincinnati, Ohio-Ky.-Ind., total ¹	10,633	880.7	8.3	12.6	8.0
Food and kindred products	2,094	161.9	7.7	0.8	4.6
Chemicals and allied products	1,888	101.4	5.4	0.7	5.5
Machinery, except electric	998	111.5	11.2	2.4	11.8
Electric and electronic equipment	416	49.4	11.9	1.2	13.2
Transportation equipment	2,212	361.2	16.3	5.8	25.4
Clarksville-Hopkinsville, Tenn.-Ky. ²	460	16.1	3.5	0.2	2.1
Evansville, Ind.-Ky. ³	3,123	229.5	7.3	1.7	4.5
Huntington-Ashland, W. Va.-Ky.-Ohio ⁴	2,703	92.6	3.4	0.9	3.5
Lexington-Fayette	2,073	107.5	5.2	1.4	5.0
Louisville, Ky.-Ind.	9,587	634.3	6.6	5.7	5.3
Food and kindred products	1,459	21.8	1.5	0.1	1.1
Lumber and wood products	183	6.2	3.4	0.2	4.1
Printing and publishing	229	0.3	0.1	(⁵)	(⁶)
Chemicals and allied products	1,280	143.1	11.2	1.0	11.4
Primary metal industries	380	3.7	1.0	(⁵)	(⁶)
Fabricated metal products	401	23.2	5.8	0.5	6.3
Machinery, except electric	766	108.6	14.2	1.8	12.0
Owensboro	550	72.2	13.1	0.6	7.8

¹ Includes Boone, Campbell, and Kenton Counties in Kentucky.² Includes Christian County in Kentucky.³ Includes Henderson County in Kentucky.⁴ Includes Boyd and Greenup Counties in Kentucky.⁵ Less than 50 employees.⁶ Less than one half of one percent.

KENTUCKY EXPORTING COMPANIES*

These companies are illustrative of those which contribute to the merchandise exports of Kentucky.

Air Temp Applied Machinery Co., Bowling Green: Air conditioning, refrigeration equipment
 American Air Filter Co., Inc., Louisville: Air pollution control equipment
 American Standard—Wabco Fluid Power Div., Lexington: Valves
 Armor Elevator Co., Inc., Louisville: Elevator controls and accessories
 Austin Nichols Distilling Co., Inc., Lawrenceburg: Distilled spirits
 Averitt Lumber Co., Cadiz: Lumber, wood chips
 Blue Glass Industries, Inc., Carlisle: Men's underwear
 Brown Forman Distillers Corp., Louisville: Distilled spirits
 Brown & Williamson Tobacco Corp., Louisville: Cigarettes and tobacco
 Bunton Co., Louisville: Lawn turf equipment
 Caldwell Lace Leather Co., Inc., Auburn: Leather tanning, gaskets, leather laces
 Campbell Tobacco Rehandling Co., Inc., Louisville: Leaf tobacco processing
 Catalysts & Chemicals, Inc., Louisville: Chemical catalysts
 Chemtron Corp.—Tube Turns Div., Louisville: Welding fittings and commercial forgings
 Chemetron Corp.—Votator Div., Jeffersonton: Food processing equipment
 W. M. Cissell Manufacturing Co., Louisville: Laundry and dry-cleaning equipment
 Collectramatic, Inc., Louisville: Commercial cooking equipment
 Colt Industries—Crucible Magnetics Div., Elizabethtown: Ceramic magnets
 Corpane Industries, Inc., Louisville: Degreasing equipment
 Dresser Industries—Valve & Instruments Div., Berea: Pressure gauges
 Emerson Electric Co.—Browning Mfg. Div., Mayville: Belt drives and ball bearing units
 F M C Corp.—Raque Operation, Louisville: Food handling and packaging equipment
 General Electric Co.—Air Conditioning Business Div., Louisville: Household appliances
 Girdler Chemical, Inc., Louisville: Catalysts

Glasgow Industries, Glasgow: Automotive parts
 Grindmaster of Kentucky, Louisville: Coffee, peanut butter, grain grinders
 Horwork, Inc., Lexington: Combustion equipment
 R. A. Jones & Co., Inc., Covington: Packaging machinery
 Kentucky Electronics, Inc., Owensboro: Electronic parts
 Ladish Co.—Kentucky Div., Cynthiana: Valves and fittings
 Lantech, Inc., Louisville: Industrial packaging equipment
 Louisville Cooperage Co., Louisville: Barrels, cooperage materials
 Louisville Ladder, Louisville: Aluminum and wood ladders
 Murphy Manufacturing Co., Louisville: Insulated file cabinets
 National Band & Tag Co., Newport: Metal bands, tags, plastic bands
 National Mine Service Co.—Ashland Div., Ashland: Mining equipment, locomotives
 Phoenix Products, Inc., Tyner: Fiberglass kayaks
 Portec, Inc., Paducah: Industrial conveyor belts
 Porter Paint Co., Louisville: Paint and marine coating
 Rexnord, Inc.—Vibrating Equipment Div., Louisville: Vibrating conveyors
 Rexnord, Inc.—Air Pollution Control Div., Louisville: Filter gravel bed dust collectors
 Sargent & Greenleaf, Inc., Nicholasville: Locks
 Schmutz Manufacturing Co., Inc., Louisville: Printing, wood-and metal-working machinery
 Gordon Smith & Co., Inc., Bowling Green: Portable air compressors
 Southern Textile Machinery Co., Paducah: Textile machinery
 The W. R. Stamler Corp., Millersburg: Conveying equipment
 Martin Sweets International, Inc., Louisville: Industrial equipment
 Thomas Industries, Inc.—Residential Lighting Div., Hopkinsville: Lighting fixtures
 Henry Vogt Machine Co., Louisville: Heat exchangers and ice-making machines
 Whip Mix Corp., Louisville: Dental supplies

* This listing should not be considered as an endorsement by the Department of Commerce of the companies or their products.

AGRICULTURAL EXPORTS*

- In fiscal 1977, Kentucky's share of U.S. agricultural exports totaled \$473 million, three and a half times the 1972 value.
- Tobacco, feed grains, and soybeans were the leading farm exports from the state.

Product	Export value in millions of dollars				Percent increase 1972 to 1977
	FY 1964	FY 1968	FY 1972	FY 1977	
Total	65	69	132	473	258
Tobacco, unmanufactured	30	30	54	148	175
Feed grains	8	11	12	103	794
Soybeans	4	8	26	96	271
Protein meal	(¹)	(¹)	7	21	188
Wheat and flour	5	6	5	14	192
Meats and products	1	1	4	12	193
Hides and skins	1	1	4	12	224
Lard and tallow	2	1	5	12	145
Soybean oil	(¹)	(¹)	4	9	121
Poultry products	(²)	(²)	(²)	1	233
Vegetables and preparations	(²)	(²)	(²)	1	400
Fruits and preparations	} (²) }	(²)	(²)	(²)	100
Nuts and preparations		(¹)	(¹)	(¹)	...
Dairy products	8	4	1	(²)	- 67
Cotton	1	(¹)	(²)	(²)	- 50
Other products	6	6	10	43	335

* Exports reflect shares in national exports according to each state's production.

¹ Not available.

² Less than \$500,000.

... Not applicable.

AGRICULTURAL EXPORTS BY STATE

- Exports accounted for one-fourth of total U.S. farm sales in FY 1977 and for more than 25 percent of sales from 17 of the states.
- Illinois, Iowa, California, Texas, and Indiana each exported more than \$1 billion of farm products.

State	Rank as exporter FY 1977	Export value in millions of dollars				Percent change FY 1972 to FY 1977	Exports as percent of farm sales ¹ FY 1977
		FY 1964	FY 1968	FY 1972	FY 1977		
U.S., total	...	² 6,076	² 6,315	8,050	24,013	198	25.5
Illinois	1	504	585	758	2,539	235	44.6
Iowa	2	331	392	620	2,042	230	28.9
California	3	421	413	592	1,774	200	19.2
Texas	4	484	551	456	1,761	286	26.9
Indiana	5	251	252	384	1,319	243	40.8
Kansas	6	337	296	365	998	174	26.8
Nebraska	7	205	230	283	988	249	26.8
North Carolina	8	321	366	420	964	129	35.8
Ohio	9	201	194	262	957	265	34.1
Minnesota	10	222	226	347	918	164	23.7
Arkansas	11	207	255	352	907	158	37.7
Missouri	12	193	174	317	766	142	28.5
Mississippi	13	157	164	230	648	182	38.4
North Dakota	14	194	166	250	554	122	34.5
Louisiana	15	100	155	191	543	184	41.6
Georgia	16	114	132	173	476	175	21.9
Kentucky	17	65	69	132	473	258	27.4
Washington	18	147	152	163	414	154	23.0
Oklahoma	19	133	115	108	410	281	21.1
Florida	20	96	101	148	390	164	15.3
Tennessee	21	102	102	143	390	172	28.7
Alabama	22	70	56	102	332	225	22.4
Montana	23	128	107	101	322	218	33.4
Michigan	24	116	92	107	318	198	18.3
South Carolina	25	94	107	135	312	132	38.4
Arizona	26	65	61	70	285	307	23.7
Wisconsin	27	78	59	104	263	153	8.7
Idaho	28	73	66	91	262	187	22.0
Colorado	29	54	63	98	239	144	11.9
Virginia	30	68	80	92	225	145	22.4
South Dakota	31	77	95	124	210	69	13.5
Oregon	32	69	49	65	182	182	17.5
Pennsylvania	33	71	65	42	137	225	7.3
Maryland	34	34	35	41	136	231	20.1
New York	35	78	63	44	109	150	6.4
New Mexico	36	25	24	28	82	195	11.1
Hawaii	37	(³)	16	17	59	241	18.0
Utah	38	18	14	19	55	186	15.5
Delaware	39	13	15	14	53	280	19.5
Alaska	40	(⁴)	(⁴)	(⁴)	38	...	...
New Jersey	41	21	19	11	38	235	10.6
Wyoming	42	8	8	16	38	139	8.5
Maine	43	10	6	5	28	502	6.5
Connecticut	44	5	8	12	22	72	9.2
Massachusetts	45	4	5	6	12	87	5.4
West Virginia	46	5	6	4	11	166	7.5
Nevada	47	1	2	4	10	129	7.0
Vermont	48	2	2	4	3	-18	1.2
New Hampshire	49	1	1	1	2	171	2.4
Rhode Island	50	(³)	(³)	(³)	1	800	3.4

¹ Commercial sales plus net Commodity Credit Corporation loans and purchases under price support programs.

² Includes exports that were not apportioned among states.

³ Less than \$500,000.

⁴ Not available.

... Not applicable.

MANUFACTURED EXPORTS BY STATE

- California, Michigan, Illinois, Ohio, and New York continued to be the top five exporters of manufactures in 1976.
- Manufactured exports totaled one billion dollars or more for almost half of the fifty states.

State	Rank as exporter in 1976	Export value in millions of dollars				Percent change from 1972 to 1976	Estimated exports as percent of state production	Employment related to exports as percent of state employment
		1966	1969	1972 ¹	1976			
U.S., total	...	21,299	29,210	36,608	83,098	127	7.0	6.3
California	1	1,786	2,721	2,809	8,072	187	7.9	7.7
Michigan	2	1,568	2,613	3,522	6,888	96	8.6	7.0
Illinois	3	1,869	2,343	2,902	6,660	129	8.1	6.9
Ohio	4	1,670	2,338	3,054	5,794	90	6.9	6.8
New York	5	1,838	2,296	2,795	5,320	90	7.0	5.8
Texas	6	1,100	1,468	1,982	5,201	162	6.7	7.2
Pennsylvania	7	1,542	1,902	2,351	4,706	100	6.5	6.3
Washington	8	602	954	1,781	3,235	82	17.2	12.5
Indiana	9	661	998	1,404	2,828	101	6.3	5.9
New Jersey	10	980	1,114	1,328	2,660	100	5.8	4.7
Massachusetts	11	600	818	920	2,502	172	9.3	8.2
Wisconsin	12	620	785	916	2,209	141	6.2	6.2
North Carolina	13	560	739	705	2,202	212	6.1	4.4
Connecticut	14	489	659	848	1,958	131	10.7	9.0
Missouri	15	369	634	577	1,622	181	5.9	5.3
Minnesota	16	326	492	654	1,567	140	7.7	7.2
Virginia	17	499	581	716	1,545	116	7.5	5.7
Iowa	18	337	412	590	1,500	154	7.2	8.6
Louisiana	19	319	396	541	1,383	156	5.5	5.0
Georgia	20	354	428	580	1,364	135	4.8	4.5
Florida	21	310	426	567	1,363	140	7.5	6.0
Tennessee	22	340	472	679	1,253	85	5.1	3.9
Kentucky	23	300	345	451	1,137	152	5.6	4.4
South Carolina	24	180	254	312	935	200	5.6	4.4
Alabama	25	186	318	287	832	190	4.6	3.8
Oregon	26	143	240	237	824	248	6.7	6.9
Mississippi	27	137	181	236	698	196	6.4	4.5
Arkansas	28	134	204	320	651	103	6.1	3.8
Maryland	29	236	362	314	641	104	4.3	4.3
Arizona	30	106	157	266	639	140	10.3	11.6
Kansas	31	152	241	283	635	124	4.3	6.1
Colorado	32	94	157	245	616	151	6.5	6.6
Oklahoma	33	117	158	252	579	130	5.7	5.7
West Virginia	34	206	235	295	447	52	5.6	3.8
Nebraska	35	62	100	134	309	131	3.5	4.2
New Hampshire	36	52	74	103	291	183	8.3	7.4
Rhode Island	37	92	110	107	268	150	5.9	5.0
Maine	38	49	77	83	255	207	5.8	4.2
Alaska	39	31-46	33-48	(?)	233	...	23.5	22.8
Utah	40	58	48	127	224	76	4.8	5.2
Vermont	41	43	52	52	200	285	9.7	8.5
Delaware	42	58	124	128	188	47	3.7	2.9
Hawaii	43	10-25	10-25	(?)	183	...	9.9	11.2
Idaho	44	27	35	27	169	526	4.9	4.0
North Dakota	45	4	7	14	85	507	6.8	9.9
New Mexico	46	23	16	18	69	283	4.5	2.6
South Dakota	47	8	13	(?)	68	...	4.2	4.8
Montana	48	16	14	(?)	44	...	1.7	1.8
Nevada	49	5-10	10-25	7	27	286	3.8	2.2
Wyoming	50	1-5	1-5	(?)	10	...	1.2	...

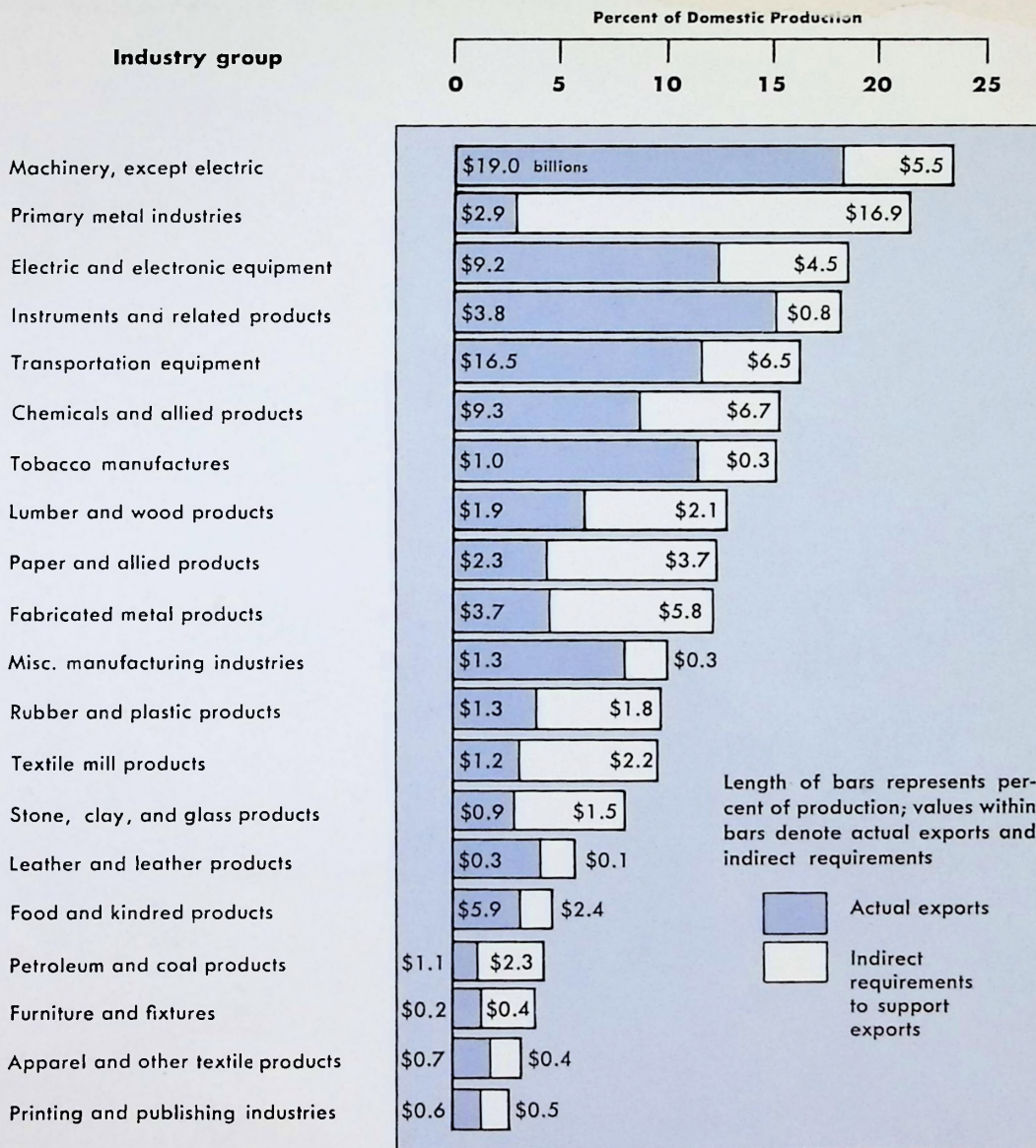
¹ Includes values withheld for five states listed below.² Estimate withheld to avoid disclosing figures for individual companies.³ Figure withheld because the estimate did not meet publication standards.

... Not applicable.

UNITED STATES

EXPORTS* OF U.S. MANUFACTURING INDUSTRIES RELATED TO DOMESTIC PRODUCTION, 1976

* Actual Exports and Indirect Requirements to Support Exports



Note: Percentages shown for each industry indicate the total relative impact of exports on the domestic economy, including actual exports and goods shipped from domestic

establishments for use as inputs in manufactured products exported from other establishments. Such inputs are included in domestic production industry totals.



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In addition, an estimated 12,200 jobs were required in the state to manufacture products used by other establishments in the United States as inputs for manufactures that were ultimately exported. Three-fifths of these jobs were concentrated in the primary and fabricated metals and electric and nonelectric machinery industries.

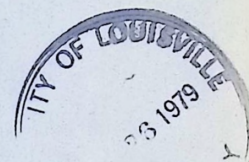
Thus, an estimated 24,500 jobs in Kentucky were directly or indirectly dependent on exports of manufactured goods. This was 8.8 percent of all manufacturing employment in the state.

As shown in table 3, direct export employment tended to be located in the state's major industrial areas. The Louisville area employed 5,700 workers in export-related jobs, about half of them in the chemical and nonelectric machinery industries. Lexington-Fayette and Owensboro together provided employment for about 2,000 workers who were producing for export.

It is estimated that Kentucky to exports in 1977 amounted to every four farmers. This estimate of farmers dependent on exports of exports to farm sales in the various variables, including the character of the product, mechanization, and degree of intensiveness of farming, it may somewhat understate or overstate the actual number dependent on exports.

¹ Manufactured goods in this report relate to manufactures as defined in the Standard Industrial Classification, and include manufactured food, mineral fuels, fats, oils, firearms, and ammunition not typically part of the Standard International Trade Classification definition of manufactures. For the United States as a whole, these additional products totaled \$15.1 billion in 1976. Exports, normally valued at the port of exportation, are adjusted to f.o.b. plant values to make accurate comparisons with production (shipments) data.

U. S. GOVERNMENT DEPOSITORY ITEM



STATE EXPORT REPORTS

This report is one of a series of 50 prepared by the Office of International Economic Research of the Industry and Trade Administration on exports from the individual states. Data on manufactured and agricultural exports are presented in tabular form for a series of years. In addition, recent information is included on state exports of fish, fish products, and minerals, and on exports through state ports.

The statistics on 1976 exports of manufactures by state and standard metropolitan statistical areas were taken from **Origin of Exports of Manufacturing Establishments, 1976**, M76(AS)8, issued by the Bureau of the Census in June 1978. This publication, which includes data for many states at a more detailed level than presented here, can be ordered from the Subscriber Services Section, Bureau of the

Census, Washington, D.C. 20233, or from any U.S. Department of Commerce District Office for \$1.60 per copy. Data for earlier years were taken from similar Census reports now out of print.

The information on state shares of agricultural exports was taken from various issues of **Foreign Agricultural Trade of the United States** published by the Department of Agriculture.

Special compilations on exports of minerals and mineral fuels by state were provided by the Bureau of Mines, Department of the Interior, and by the Energy Information Administration, Department of Energy, and on fish and fishery products by the National Oceanic and Atmospheric Administration, Department of Commerce. Statistical information on trade by ports came from the Foreign Trade Division, Bureau of the



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